

*Agricultural Commodity
Councils
Future Steps*

Report No. 95

Prepared by:

Steven Alan McCoy

January 2000

TABLE OF CONTENTS

	Page
<i>Introduction</i>	1
<i>Purpose of the report</i>	1
<i>Background</i>	1
<i>Foundation Statute</i>	2
<i>Interpretation of the law</i>	2
<i>Structure</i>	3
<i>Membership</i>	3
<i>Management / Staff</i>	3
<i>Advisory Committee</i>	3
<i>Funding</i>	4
<i>Scope of Work</i>	4
<i>Prior Efforts</i>	5
<i>Developed Country Models</i>	5
<i>Export Commissions</i>	6
<i>Developing Country Models</i>	6
<i>Business Attitude</i>	7
<i>Comparative Study</i>	7
<i>Public/Private Status-State Trading Boards</i>	7
<i>Objectives</i>	7
<hr/>	
<i>Annex 1: Ministerial Decree No. 521 of 1997 Creating Commodity Councils</i>	
<hr/>	
<i>Annex 2: Ministerial Decree No. 342 of 1999 Creating Agricultural Commodity Councils</i>	

Annex 3: Developed Countries Models.....

Annex 4: Developing Countries Models (Federation of Indian Exports

Annex 5: Hong Kong Productivity Council.....

Annex 6: Uganda Export Promotion Board.....

*Annex 7: Presentation of Steve McCoy, Meeting with Interested Parties
(Agricultural Commodity Council)*

Annex 8: Steve McCoy Meetings schedule for the first two weeks

Mr. McCoy an international development and agricultural exports consultant came to Egypt on November 15, 1999 to help the *Agricultural Commodity Council* to develop a financing and organizational plan.
He succeeded in his mission.

To the great sorrow of those with whom he worked, he died unexpectedly of a heart attack December 23, 1999 in his hotel room in Cairo.

This is the report he did before his tragic death.

d

AGRICULTURAL COMMODITY COUNCILS: FUTURE STEPS

INTRODUCTION

Egyptian private and public interests are currently coalescing around an objective to create an Agricultural Commodity Council (hereafter, ACC) system that can provide a new voice and vision for Egyptian agriculture in its efforts to expand agricultural export markets.

The genesis of this effort has been the Egyptian Government's desire that private Egyptian industry interests speak with greater single-mindedness in matters relating to agricultural trade.

The desire is shared also by many Egyptian businessmen. They believe that their performance in international markets can be served by:

A new effort that combines government and private resources to achieve more appropriate legislation toward a common purpose of *Expanded Egyptian Agricultural Trade* and recognizes a new commitment to *Agricultural Export Promotion* to support a system that protects and serves Egyptian national interests by advancing private trade.

PURPOSE OF THE REPORT

The purpose of this report is:

1. To provide (from international experience) examples of systems that have been created outside of Egypt to promote agricultural export growth.
2. To more clearly define and refine the organizational structure of the ACC (based on international examples).
3. To suggest a framework (both organizational and financial) that can appropriately utilize existing resources to serve the objective of expanded Egyptian agricultural trade.

BACKGROUND

The decree establishing the ACC was written to allow better communication between the private and public sectors in matters relating to trade.

Private and public sectors have different but supporting interests:

- ◆ PUBLIC To Expand Egyptian Exports to Create Employment and Grow.
- ◆ PRIVATE To Encourage Government Policy that Promotes Trade

FOUNDATION STATUTE

ACC was established as part of a system of export councils nominally created by the Government of Egypt in December 1997 (see attached). Councils authorized include those for:

- ◆ Agricultural crops (other than cotton)/ACC
- ◆ Food industries
- ◆ Yarn and fabrics
- ◆ Pharmaceuticals
- ◆ Chemical Industries
- ◆ Construction
- ◆ Leather
- ◆ Timber
- ◆ Engineering and Electronics
- ◆ Books and Art
- ◆ Computer Software and Technology
- ◆ Services

Areas chosen for inclusion in the law were based on their presumed strategic importance for the Egyptian economy.

INTEPRETATION OF THE LAW

The language authorizing creation of the export councils is very broad. Their purpose (as stated in Article 3) is to:

“Within (their) scope of work, conduct studies and develop action plans that guarantee a cost reduction for Egyptian exports,” (especially in the following areas):

Consistency of production inputs.

Upgrading of production and quality standards.

Improvement of the knowledge base of industry, particularly with respect to exports.

Development of foreign demand for Egyptian products.

Establishment of a database system serving council members.

Provision of technical and commercial support to both producers and exporters.

More significantly, the statute also recognizes (in Article One) that commodity councils (including ACC) are:

“Private Sector Organizations, involving producers and exporters. They are intended to link production and export policies and to promote Egyptian competitiveness in world markets”.

STRUCTURE

The decree establishing the ACC is quite specific on matters relating to structure.

MEMBERSHIP

Members of Commodity councils are to be appointed by the government from among Egyptian industrial leaders for a term of appointment not to exceed three years from the date of their original appointment.

MANAGEMENT/STAFF

The decree establishes a process for selection of an Executive Committee comprising a Chairman, two deputy Chairmen and a treasurer. It also provides for a technical staff to be drawn from staff of the Foreign Trade Sector (Ministry of Trade and Supply).

ADVISORY COMMITTEE

The decree establishes an Advisory Committee under the Chairmanship of the Minister of Trade and Supply that shall act as advisors to commodity councils. Persons named are:

- ◆ Chairman of the General Federation of Chambers of Commerce
- ◆ Chairman of the Federation of Egyptian Industries
- ◆ Chairman of the Egyptian Bank for Export Promotion
- ◆ Chairman of the General Organization for Export/ Import Control
- ◆ Head of the Foreign Trade Sector
- ◆ Head of the Commercial Representation Sector
- ◆ Chairman of the International Trade Point

And such others as are designated by the Government. Significantly, the Advisory Committee, under leadership of its Chairman, is invested with power *"to coordinate the activities of commodity councils"* and review (from time to time) their work and such recommendations and reports as they produce.

FUNDING

The decree is less clear on matter relating to funding. Costs of commodity councils are to be supported by:

1. Subscription fees paid by Members.
2. Donations and grants from local and international persons and/or bodies as approved by the Council.
3. Charges for services rendered by the Council (such as are determined by the Council).

No Egyptian government funds are directly obligated.

SCOPE OF WORK

In consideration of its organizational structure, therefore, the ACC appears to be (intentionally or unintentionally):

A private sector advisory committee to government appointed by government with relatively weak powers (except as to comment and recommend), Presided over by an Advisory Committee appointed by government with staff provided by government but with a mandate to collect additional funds from the private sector for its support.

Committees of this type require a strong determination on the part of their membership as to funding and mission if they are to be successful. Alternatively, they might evolve into more sophisticated state supported trading or trade promotion structures (such as has been suggested or advocated). However, very little in the legislation lends itself to this conclusion.

PRIOR EFFORTS

The membership of the ACC was established by decree in July 1999. Following this, meetings of the ACC were held (as required by decree) and technical assistance has been provided in areas substantially dedicated to organizational issues relating to the ACC (see attached).

A follow on effort has been requested to review records of other countries.

DEVELOPED COUNTRY MODELS

Four models have been suggested as a framework for the further development of the ACC system (see attached).

- ◆ Advisory Export Commissions.
- ◆ Public Export Marketing Boards.
- ◆ Private Trade Associations.
- ◆ Producer or Exporter Promotion Councils.

These models are primarily based on the experience of developing countries (whose success in the field of agricultural trade should command serious attention) but they apply widely around the world.

The form and function of each are quite different. The principal determinant of this difference is the degree of government involvement (both organizational and financial, directly or indirectly) in the export promotion process.

EXPORT COMMISSIONS

The ACC model most closely resembles the model of an export commission (model one above). Export commissions are:

- Advisory bodies
- Created by public law
- To advise governments
- In matters relating to trade.

Principal interests of such Commissions are to recommend changes in law that promote trade. Typically, they are created by governments for purposes of better law.

They are different from other models cited above. For one thing, they do not engage in attempts to directly fix terms of trade to promote specific private interests. They are required by their organizational charter to command many interests. Consequently, the voices of individual private interests represented among them are diluted. Serving many masters they favor none. They are a court of appeal (if respected) to which businessmen sharing generally common interests and a common culture can represent their views).

Differences in the role and contribution of the government, are quite different. So too are the resources necessary to their support (which in some cases requires substantial financial or legal commitment by government).

DEVELOPING COUNTRY MODELS

On the other hand, many individuals engaged in development of the ACC system believe a developing country's experience with export promotion may be more relevant to the Egyptian context. Examples cited by them have included:

- ◆ Indian Confederation of Export Councils (see attached).
- ◆ Cyprus Grape Commission.
- ◆ Hong Kong Productivity Council (see attached).
- ◆ Uganda Export Promotion Board (see attached).

BUSINESS ATTITUDE

Egyptian businessmen have generally welcomed the establishment of the export council (ACC) system. However, they are confused (and even mistrustful) as to its exact purpose and real intent.

The confusion appears to arise from two principal sources:

1. Intentions of government :
 - Its real commitment to business outcome.
 - Its willingness to use the councils as real vehicles for progressive trade policy benefiting private interests.

2. Lack of association:

An absence of past cooperation among businessmen serving common interests (particularly directed toward government).

COMPARATIVE STUDY

Individuals engaged in the establishment of the ACC system have requested an examination of export promotion systems existing elsewhere in the world. Their objective is to capture the experience of earlier models; and to use these models (and others) to better determine the form and function of future ACC structure.

PUBLIC/PRIVATE STATUS – STATE TRADING BOARDS

A further confusion arises from the joint private/public nature of the export councils (as stated in the decree).

To evaluate and encourage efforts already underway to create an ACC system. The proposed ACC structure (see following) has a possibility to provide great dividends to Egyptian agriculture. However, more work is needed to elaborate the structure.

OBJECTIVES

In particular, Egyptian public and private interests collaborating to establish the ACC system need to (by decree or law if necessary):

DEFINE

A Clearer Mission Statement for the ACC.

DETERMINE

The Rights and Responsibility of the ACC relative to Government and the Private Sector.

DEMONSTRATE

A Greater Willingness to Support Tangibly (Financially) the Work and Efforts of the ACC and the ACC Process.

Absent these conditions, the ACC structure is unlikely to survive.

**Arab Republic of Egypt
Ministry of Trade and Supply
Minister's Cabinet**

**Ministerial Decree No. 521 of 1997
Creating Commodity Councils
Issued on 23/ 12/1997**

**The Minister of Trade and Supply,
Having reviewed:**

- Law No. 118 of 1975 concerning exportation and importation.
- Presidential Decree No. (31) Of 1996 regarding recognition of the state's ministries.
- Cabinet Decree adopted at the cabinet's session of 29/10/97.
- Ministerial Decree adopted No. 36 of 1978 concerning creation and jurisdictions of the Export Commissions of the Agricultural Crops and their products; and its amendments.
- Ministerial Decree No. 96 of 1987, establishing the Orange Commodity Board, and
- Ministerial Decree No. 275 of 1991, promulgating the by-laws and regulations for the provisions of law 118 of 1997 aforementioned.

Resolved the following

Article (1):

Commodity Councils are private sector organizations, involving producers and exporters. They are intended to link production and export policies and to promote the Egyptian exports through enhancing Egypt's competitive position in the world markets.

Article (2):

Commodity Council shall be established in the following areas:

1. Agricultural crops, other than cotton
2. Food industries
3. Yarn, Fabrics and RMG's
4. Pharmaceuticals, Serums, Vaccines and Medical inputs
5. Chemical Industries and Fertilizers

6. Construction Materials, Ceramics and Glass
7. Leather and Leather products
8. Timber products
9. Engineering and Electronics products
10. Books and Art works
11. Programmatic (software) and High Technology
12. Services

New Commodity Council may be created by way of a similar Ministerial Decree when need arises.

Article (3):

To attain its goals and objectives, a Commodity Council may, within its scope of work, conduct studies and develop action plans that guarantee cost reduction for the Egyptian exports, especially in the following areas:

1. Ways and means of ensuring a consistent flow of production inputs.
2. Up-grading the existing production units and improving product quality.
3. Improving the knowledge, skills and abilities of the technical and administrative staff, including domestic and foreign marketing functions.
4. Developing demand for the Egyptian products in the foreign markets and open new ones.
5. Building a data-base to better serve its members.
6. Providing technical and commercial advice to both producers and exporters.

Article (4):

The Commodity Councils shall be created by a ministerial decree issued by this ministry.

Each council may constitute, within its provinces, committees or working groups for each specific commodity or set of commodities.

Each council shall have a three-year tenure of office, starting from the date of its official establishments, and shall issue its own by laws and regulations as required by the nature of its mandate.

Article (5):

Each Commodity Council shall be managed by an Executive Committee to be composed of a chairman, two deputy-chairmen and a Treasurer. The Executive Committee will be elected at the beginning of each term of office. The Council shall be represented before the others and in contractual arrangements by its chairman.

Article (6):

The Commodity Council shall meet at the behest of its chairman, or any of his two deputies if and when the chairman is absent, at least once every month.

It may, however invite to its meetings whoever it deems necessary from among experts in the field of its work, but with no countable vote in the Council's decision making process.

Article (7):

A majority vote shall be applied in the decision-making process, where the chairman shall have a casting vote.

A secretary, to be appointed by the Executive Committee (office-holders) shall write down the proceedings of meetings in a special record.

Article (8):

Each Council shall prepare and submit to the Minister of Trade and Supply a quarterly report on the results of its activities and recommendations.

Article (9):

Each Council shall keep its resources in a special bank account. It shall issue its own rules for the collection of revenues and for the operation of that account.

The Council shall have a special budget, the Fiscal Year starting in January and ending in December of the same calendar year.

The Council resources shall consist of the following:

1. Subscription fees paid by its members.
2. Donation and grants offered by local and international persons and / or corporate bodies and accepted by the Council.
3. Charges for services rendered by the Council to members and non-members alike. The council shall issue such rules that defines those charges.

The Council's budget must be audited by a certified auditor who is required to submit an annual report to the Council and a copy thereof to the Ministry of Trade and Supply.

Article (10):

An Advisory Committee, under the Chairmanship of the Minister of Trade and Supply, shall be constituted to provide advice to the Commodity Councils; with the following persons as members:

- Chairman of the General Federation of the Chambers of Commerce.
- Chairman of the Federation of the Egyptian Industries.
- Chairman of the Egyptian Bank for Export Promotion.
- Chairman of the General Organization of Export / Import Control (GOEIC).
- Head of the Foreign Trade Sector.

- Head of the Commercial Representation Sector.
- Chair persons of the Commodity Councils.
- Chairman of the International Trade Point.
- Head of the competent sector, to be mentioned by the concerned minister.

The Chairman of the Advisory Committee may invite to its meetings whoever he deems necessary from among experts and specialists. This Committee shall coordinate the activities of the Commodity Councils and look into the recommendations and reports they submit from time to time.

Article (11):

The Foreign Trade Sector shall assume the Technical Secretariat Function for both the Advisory Committee and the Commodity Councils. It shall also publish the Councils' recommendations and resolutions, having been authenticated, and follow up the implementation thereof.

Article (12):

This Decree abrogates Decrees Nos. 36 of 1978 and 96 of 1987 referred to above.

Article (13):

This Decree shall be published in the Official Gazette and shall be enforced as of the date of its publication.

Signed by

Dr. Ahmed Goweili

Minister of Trade and Supply

N.B. By The Translator:

Commodity Councils now fall under the jurisdictions of the Minister of Economy and Foreign Trade.

Dr. Samir El-Naggar	Daltex Co.
Abdo Badawy	Mekka For Trade Co.
Abd El-Meguid Rostom	Rostom Co. for Agricultural Products
Alaa Kamel Diab	Pico Co.
Ali Abu Gazia	Horticultural Producers and Exporters
Ali Helmy Eissa	Nahdat Misr Co.
Dr/ Farouk El-Shobaky	El-Shobaky Co.
Magdy Mohamed Samra	Agroland Co. For Trade and Agriculture
Magdy Mansour	Technogreen Co.
Mohamed Abd El-Fadil	Venus International Co.
Mohamed Kamal Ghoneim	Rice and Flour Mills Holding Co.
Mohamed Ali Gomaa	Mohamed Ali Gomaa Co.
Nasser El-Sharkawy	Misr Co. For Exports and Imports
Dr/ Youssef Abd El-Rahman	Agricultural Bourse

(Article 2)

Ms. Zeinab El-Ghazawy, the General Manager of the General Department for Consumer Products at the Foreign Trade Sector is appointed as the head of the Technical Secretariat.

The Technical Secretariat is formed by a decree signed by the Head of the Foreign Trade Sector. The Technical Secretariat includes experts in the areas of council's activities from the relevant authorities especially from:

- Ministry of Agriculture.
- General Organization for Export and Import Control.
- Egyptian Export Promotion Center.
- Commercial Representative Sector.
- Control, Experts and Pricing Sector.
- Internal Trade Sector.
- International Trade Point Sector.
- General Organization for Fisheries.
- Central Agency for Public Mobilization and Statistics.
- The Customs Agency.

(Article 3)

This decree shall be published in the Official Gazette and shall be enforced as of the date of its publication.

Signed by
Dr. Ahmed El-Geweili
Minister of Trade and Supply

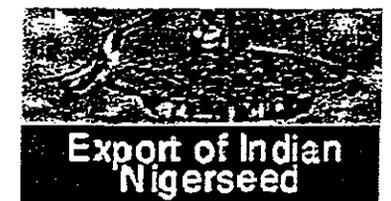
I lay out for you the models as follows:

WHAT?	EXPORT COMMISSIONS	PUBLIC EXPORT MARKETING BOARDS	PRIVATE TRADE ASSOCIATIONS	PRODUCER OR EXPORTER PROMOTION COUNCILS
WHERE?	WORLDWIDE	WORLDWIDE	WORLDWIDE	WORLDWIDE
EXAMPLES?	National Commission on Agricultural Trade and Export Policy (US, 1985-87)	Canadian Wheat Board (CWB) Australian Wheat Board (AWB), US marketing orders and agreements	North American Export Grain Association (NAEGA), (US, Canada and Mexico, 1920-)	US Wheat Associates, US Feed Grains Council, US Cotton Council
PURPOSE?	To define programs and legislation affecting agricultural trade and exports	To market agricultural commodities through a formal or informal government monopoly or quasi-governmental marketing structure	To represent the interests of exporters of grain in international markets with the US and other governments; and for some purposes of market promotion	To generically promote agricultural products, improve marketing and expand markets for agricultural commodities
ORIENTATION/ LEGAL STATUS?	Focused Study Commission. Mission defined by government statute	Statal or parastatal trading organization. Mission established by statute	Private association of export companies established under laws of incorporation	Private league of producer organizations and export and service companies established under laws of incorporation
ORIGINATION?	Public Law	Public Law	Informal organization without government support	Informal organization with government support
MEMBERSHIP?	Leaders of the agricultural export community	Producers and marketers of agricultural commodities	Private companies	Producer organizations and export and service companies
BOARD MEMBERSHIP?	N/A. Commission constitutes the Board	Board members nominated from among participating producers and exporters and appointed by government	New Board members elected from among private companies and approved by the Board (COMPETITIVE)	Board elected from among participating organizations and companies (CONSENSUAL)
STAFF?	Staff selected by the Commission but paid by government	Staff selected by the Board and paid from Board resources	Staff selected by the Board and paid from association resources	Staff selected by the Board and paid from Council funds

STRONG EXECUTIVE COMMITTEE/ CHAIRMAN?	Yes	Yes	Yes	Yes
STRONG STAFF/ EXECUTIVE DIRECTOR	Yes	Yes	Yes	Yes
FUNDING SOURCE	Government funding with some private donations	Private funding paid out of subscriptions from producers required by law	Private funding with some government export promotion funding support	Government funding with some private support
FUNDING EXPERIENCE?	Good, but modest	Strong and guaranteed by law	Dependant on performance	Good but subject to changes in appropriation
SUCCESS?	Limited term Commission with MAJOR success in the area of legislation affecting agriculture	Success measured in export sales and returns to producers. Results VARIABLE	Success a factor of Board approval and participation. Results VARIABLE	Success a matter of continued government support/ adherence to government reporting requirements. SUCCESS DEPENDANT ON CONTINUED GOVERNMENT SUPPORT



SELECT YOUR



- ABOUT FIEO
- FIEO ACTIVITIES
- FIEO PUBLICATIONS
- EXPORTERS' HOME PAGES
- INDIAN CONSULTANCY ABROAD
- POST AN OFFER TO PURCHASE PRODUCTS/SERVICES FROM INDIA
- POST AND VIEW OFFERS TO SELL PRODUCTS/SERVICES TO INDIA
- FIEO PRESS RELEASES
- FIEO LETTERS TO MEMBERS
- FORTHCOMING WORKSHOPS SEMINARS AND FUNCTIONS
- INDIA'S INTERNATIONAL TRADE
- HOW TO BE A FIEO MEMBER
- CONTACTING FIEO
- EXPORT-IMPORT POLICY
- RBI NOTIFICATIONS
- CBEC NOTIFICATIONS
- IMPORTANT WEBSITES
- NEW FIEO WTO NEWSLETTER

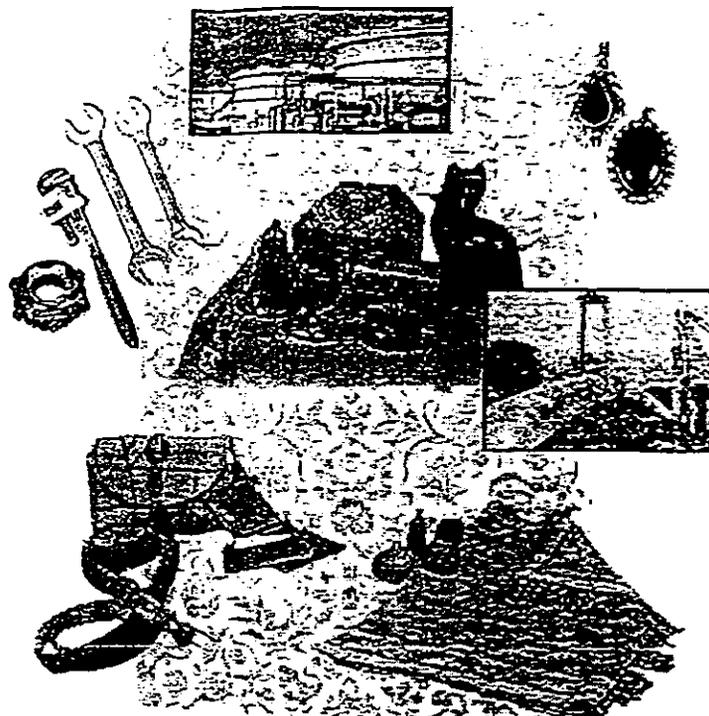
FIEO Members Zone

- NEW EXPORTER'S PROBLEMS
- MARKET DEVELOPMENT ASSISTANCE
- TRADE LEADER ENQUIRIES FOR FIEO MEMBERS



FEDERATION OF INDIAN EXPORT ORGANISATIONS

Set up by Ministry of Commerce
Government of India



Welcome to the Federation of Indian Export Organisations (FIEO) Web Site. The Federation of Indian Export Organisations represents the Indian entrepreneurs' spirit of enterprise in the global market. The Federation, known popularly as "FIEO", was set up jointly by the Ministry of Commerce, Government of India and trade and industry in the year 1965. As the apex body of all Indian export promotion organisations, FIEO works as a partner of the Government of India to promote Indian exports.

Its members contribute to 73.6% of India's exports. FIEO represents indirectly, over 100,000 exporters across India. It is a single window to Indian products and Consultancy services.



生產力促進局啟程!

Hong Kong Productivity Council

PRODUCTIVITY

in the 21st Century

GET SHOCKWAVE

Shock version

Get Acrobat Reader

Mission Statement

The mission of HKPC is to promote productivity excellence through the provision of professional services to achieve a more effective utilisation of available resources and to enhance the value-added content of products and services. The aim is to increase efficiency and competitiveness, thereby contributing to raising the standard of living of the people of Hong Kong. In assisting Hong Kong companies to move upmarket, HKPC implements a value-adding strategy through People, Process, Product and Partnership development.



[\[Home\]](#) | [\[About us\]](#) | [\[Productivity News\]](#) | [\[What's new\]](#) | [\[HKPC's Services\]](#) | [\[Centres of Excellence\]](#) | [\[Value Plus\]](#) | [\[Achievements\]](#) | [\[Publications\]](#) | [\[Training Courses\]](#) | [\[Exhibitions\]](#) | [\[Conferences/Seminars\]](#) | [\[Study Missions\]](#) | [\[Job Vacancies\]](#) | [\[Contact us\]](#) | [\[Useful links\]](#)

Last updated on 12th May, 1999.
All rights reserved. Copyright 1998.

Corporate Profile

The Hong Kong Productivity Council (HKPC) is a multi-disciplinary organisation established by statute in 1967 to promote increased productivity and the use of more efficient methods throughout Hong Kong's business sectors.

HKPC is governed by a Council comprising a Chairman and 21 members. This Council represents managerial, labour, academic and professional interests, as well as a number of government departments concerned with productivity issues.

HKPC and its subsidiary companies employ about 600 highly-trained, skilled consultants and staff, and provide a multitude of services to over 4,000 companies each year. The operation of HKPC is supported by fee income from its services and a government subvention in balance.

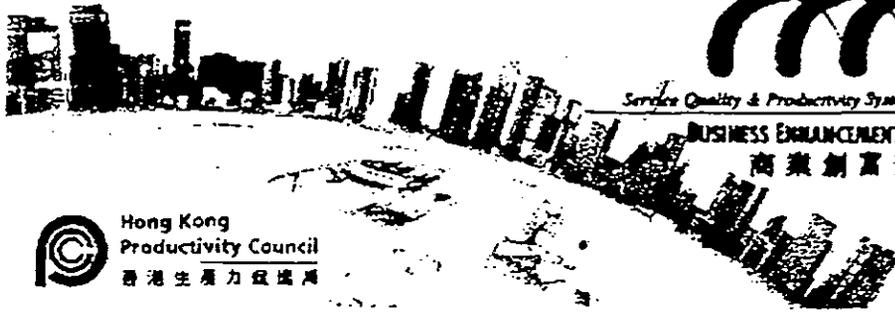
HKPC provides a diverse range of services in product development, consultancy, training and technology transfer, to clients across all industrial and commercial sectors. As the Hong Kong economy moves away from assembly operations to higher value-added production, a constant flow of creatively applied technology is essential if the territory is to stay ahead in competitive global markets. To fulfil its role, HKPC has invested heavily in both new technologies and in-house training in order to upgrade the performance of its talented workforce.

HKPC's ability to serve its customers depends entirely on the diverse professional skills, teamwork and loyalty of its employees. Staff members are encouraged to upgrade their individual capabilities through training programmes, while organisational flexibility encourages inter-disciplinary teamwork on behalf of clients.

HKPC endeavours to meet the needs of clients to enhance their competitive advantage in both the local and world markets. HKPC is committed to providing a professional and efficient service in a supportive environment. Total customer satisfaction forms the core service goal of HKPC's team of professional consultants.

[\[Home\]](#) | [\[About us\]](#) | [\[Productivity News\]](#) | [\[What's new\]](#) | [\[HKPC's Services\]](#) | [\[Centres of Excellence\]](#) | [\[Value Plus\]](#) | [\[Achievements\]](#) | [\[Publications\]](#) | [\[Training Courses\]](#) | [\[Exhibitions\]](#) | [\[Conferences/Seminars\]](#) | [\[Study Missions\]](#) | [\[Job Vacancies\]](#) | [\[Contact us\]](#) | [\[Useful links\]](#)

Last updated on 12th May, 1999.
All rights reserved. Copyright 1998.



Service Quality & Productivity Systems 質量及系統

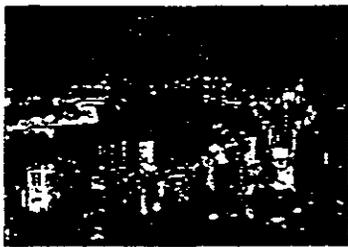
BUSINESS ENHANCEMENT SERVICES
商業創富部



Hong Kong
Productivity Council
香港生產力促進局

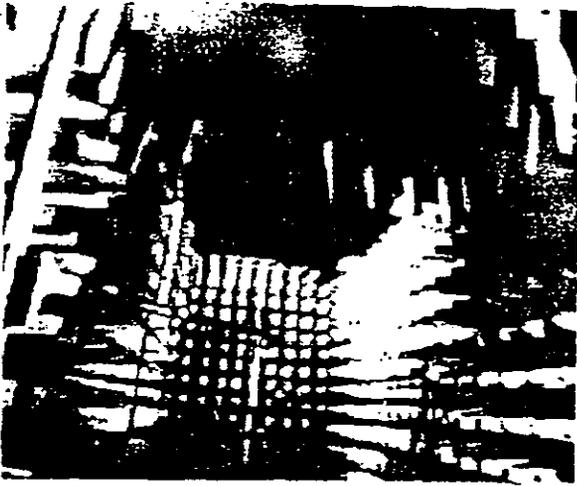
你的商業創富智囊 Your Intelligent Business Partner

£^{oa} §A □½ ¥q ©Ý @i ~ °È[∞] -à □O ;A ¼W ±j Àç 'B
 @Ä -q qī ¥Í ²£ □O ;A ±q |Ó '£ □É ¥« ³õ Äv ³§ □O ;A
 ¥O ~ °È «ù Äò µo @i ;A ³Ð ³y §ó Ä× «p[∞] °] 'I ;C



Aims to help clients achieve profitable, sustainable growth and competitive advantage by enhancing their capabilities to expand their business; by increasing their operating efficiency and productivity, thus enabling our clients to compete more effectively in the regional and international markets.

Home | [Who're We](#) | [Services](#) | [News](#) | [Business Journals](#)
[Events](#) | [Business Links](#) | [General Enquiry](#)



We offer Hong Kong industrialists a total in the development of Electronics and Info Technology Products. From feasibility stu component sourcing, design, development, prototyping, circuit layout and design thr manufacturing process, we have a strong t consultants who are ready to offer our ser Our aim is to assist Hong Kong Industrial stay ahead of the rest in product innovatio development.

Products we can offer include:

- multimedia kiosks and custom design CD-ROMs
- digital and video cameras
- digital electronics products
- customised palmtop computers and electronic organisers
- computer vision and imaging systems
- paggers, indoor cordless telephones, RF products
- network systems



In addition, we also provide the following

i@

- EMC Testing
- Training
- RF Walk-in Services

If we can be of any service to you, we would greatly appreciate if you could contact us on

2788 5789

Email: esd@hkpc.org

and let us know your requirement. If your time permit, we would like to arrange a meeting with you and explore possible ways of collaboration.

[HKPC Home](#) | [Electronics Division](#) | [Product Testing](#)

[Product Design](#) | [Training](#) | [Technical Seminars](#) | [RF Walk-in Services](#)



Environmental Management

Our Mission:
 To provide quality and sustainable professional services for the betterment of environment.

The Hong Kong Productivity Council's Environmental Management Division was set up in 1980 to assist business, industry and commerce sectors in devising and implementing pollution prevention and environmental management. EMD has been certified to ISO 9001 in the provision of technical consultancy services and has a HOKLAS accredited laboratory for environmental testing. EMD also provides environmental engineering services in the design and supply of pollution control systems. At present, EMD has about 90 highly trained, skilled consultants and staff to provide consultancy services:



- ↳ Air Pollution Control
- ↳ Water Pollution Control
- ↳ Noise Pollution Control
- ↳ Energy Management
- ↳ Waste Management
- ↳ Cleaner Production
- ↳ Environmental Impact Assessment (EIA) and Environmental Monitoring & Audit (EM&A)
- ↳ Environmental Management System (EMS)
- ↳ Environmental Testing
- ↳ Environmental Training
- ↳ Environmental Technology Transfer
- ↳ New Environmental Technology Development

Contact information

Address 地址 Environmental Management Division Hong Kong
 Productivity Council HKPC Building, 78 Tat Chee Avenue
 Kowloon, Hong Kong

E-mail 電郵 emd@hkpc.org

Phone 電話 (852) 2788 5097 / (852) 2788 5656

Fax 傳真 (852) 2776 1617 / (852) 2788 5608





ISO 9000 Training Series



The Quality & Management Consultancy Division (QMCD) has developed a series of ISO 9000 training modules to help companies in their preparation for ISO 9000 certification.

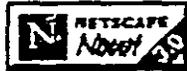
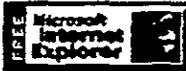
The training has so far been attended by over 18,000 persons from 5,000 companies.

i@

i@

[Introduction](#) | [Training Modules](#) | [Recommended Training Plan](#) | [Training Schedule & Fee](#)
[Module Description](#) | [Quality Club](#) | [Enquiry](#)

This site is best viewed by



with resolution of 800*600 pixels



Mission & Services

TDC Mission and Objectives

- to develop and diversify markets for Hong Kong companies, with special reference to the needs of small and medium-sized enterprises (SMEs)
- to enhance the image and competitiveness of Hong Kong's products and services in world markets
- to strengthen Hong Kong's role as Asia's premier business and services hub
- to enhance Hong Kong's image as an open market and good business partner, standing for free trade and the rule of law in global commerce

Council Membership

[More information](#)

[Home](#)

This web page was prepared by the Information Technology Department of the Hong Kong Trade Development Council. Please report any queries to webmaster@tdc.org.hk.

Mission & Services

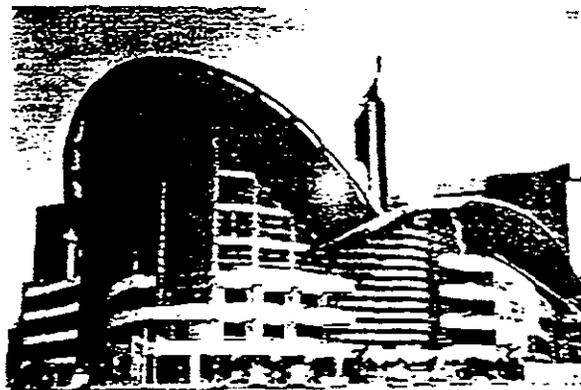
TDC Activities & Services at a Glance

What we do ?

TDC helps Hong Kong companies by offering services and activities to increase sourcing and selling between Hong Kong and the world.

We provide:

- Trade contacts around the world.
- Business information about a wide range of industries, services and markets.
- Special services for small and medium-sized enterprises (SMEs) designed to help them stay abreast of the latest business techniques, technologies and trends.
- Direct marketing opportunities targeting overseas customers through specialist product magazines, catalogues and directories.
- Direct sales opportunities through trade promotion events organised for Hong Kong companies in the Chinese mainland and overseas markets.
- Selling and sourcing opportunities in Hong Kong at our international trade fairs held at the Convention and Exhibition Centre (CEC).
- Reinforcement of Hong Kong's positive image among major economic partners, which helps to maintain a favourable overseas trading environment.
- A global network of influential business friends willing to speak up for Hong Kong on important trade matters and to ensure our voice is heard by their governments.



How we do it ?



Our computerised Trade Enquiries Service matches Hong Kong companies with potential business partners around the world.

TDC offers useful services and activities for Hong Kong business by providing cutting-edge information and valuable contacts.

Trade leads

- Backed by one of the largest trade databases in Asia, our Trade Enquiries Service draws on over 625,000 listings of business contacts in Hong Kong, the Chinese mainland and overseas. It makes for smart - and fast - matching of Hong Kong buyers and sellers with potential partners around the world.

Business information

→ Our new TDC Business InfoCentre can help with everything from a simple enquiry about trade statistics to sophisticated research on economic and business trends. This state-of-the-art library also has advanced electronic facilities for research. But we have not lost the human touch. Experienced librarians are there to help you.

Market intelligence

- Our economists in Hong Kong, working with our marketing staff around the world, produce regular reports to keep you on top of opportunities and trends in world markets.
- We also have specialist trade consultants in key regions to provide early warning on regulatory and trade policy changes that might affect your business. We publish these in our "Business Alert" newsletters.



We provide a wide range of business information and advisory services to SMEs, helping them to compete more effectively in world markets.

Services to SMEs

- Within the new Business InfoCentre we have an SME Service Centre, catering specifically to the information needs of SMEs. In addition to providing help with customised research, we offer one-on-one business advice.
- Our SME Training Centre, in the Convention and Exhibition Centre, has become the permanent home for our year-round programme of business training courses and workshops designed to help smaller Hong Kong companies. It is a purpose-built facility with advanced presentation aides.
- We also have four SME Service Stations strategically located around Hong Kong to make it even easier for you to access TDC's wide range of services and publications.

We publish timely market reports and newsletters to alert Hong Kong companies to changes in regulations and trade policies.

Direct marketing

- We publish magazines and supplements which are circulated worldwide to promote Hong Kong's major manufacturing and service industries. These direct marketing tools help you reach the right buyer or supplier without leaving home - and at relatively low cost.
- We also operate three TDC Design Gallery shops in the Convention and Exhibition Centre to promote original and creative product design. The Design Gallery also provides direct selling opportunities for Hong Kong companies and sourcing information for international buyers.



Our three Design Gallery shops promote design professionalism in high quality Hong Kong products.

Promotions around the world

- We organise over 300 promotional events around



Our annual programme of promotional activities helps Hong Kong companies sell their products and services to buyers worldwide.

We organise over 300 promotional events around the world each year for Hong Kong companies. They include Hong Kong Pavilions at major overseas trade fairs, outward business missions and roadshows for individual manufacturing and service industries. This is your chance to meet overseas customers face to face. And clinch new orders.

Sourcing and selling in Hong Kong

• We organise 20 international trade fairs in Hong Kong each year, providing one-stop access to overseas and Chinese mainland buyers.

Image promotion for Hong Kong

• We



We organise international business conferences and symposia in Hong Kong, the Chinese mainland and key overseas markets to foster good relations with Hong Kong's business partners.

organise business conferences and international symposia at home, in the Chinese mainland and in key overseas markets to highlight Hong Kong's economic strengths and enhance international business partnerships.

Global networking

• We provide the secretariat for committees involving Hong Kong business leaders and their counterparts in the United States, Japan and the European Union who meet annually to discuss the further expansion of economic ties.

• We organise a network of Hong Kong Business Associations around the world to strengthen ties and friendship at all levels of business.

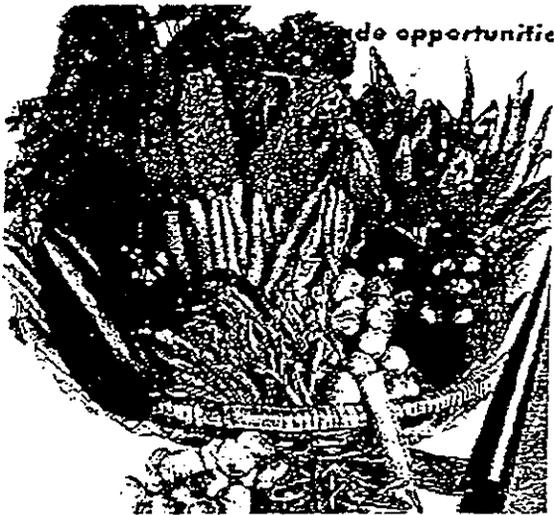
• We organise annual gatherings in Beijing, New York, London and other business centres to focus the attention of world leaders on business opportunities and strengths to be found in Hong Kong.

• We facilitate participation by Hong Kong's private sector in international economic activities organised by groups such as the Asia-Pacific Economic Co-operation (APEC) forum and the World Economic Forum.

[More Information](#)

[Home](#)

This web page was prepared by the Information Technology Department of the Hong Kong Trade Development Council. Please report any queries to webmaster@tdc.org.hk.



Trade opportunities

- [About UEPB](#)
- [The Role of UEPB](#)
- [Traditional Exports](#)
- [Direction of Uganda's Exports](#)
- [Export Diversification Efforts](#)
- [Non-traditional Exports by value](#)
- [Major Non-traditional Exports](#)

Search the **UEPB DATA BASE** for any local products from Uganda and get the right information

Match :

Search:

Major Non-traditional Exports:

- Fish and fish products
 - Hides and skins
 - Oil seeds
 - Cereals and grains
 - Manufactured goods
 - Cocoa beans
 - Spices
 - Fruits and vegetables
 - Flowers Handcrafts Precious and non precious metals
- [\[Go To Top\]](#)

Traditional Exports:

- Coffee
- Cotton
- Tea
- Tobacco
- Tourism

[\[Go To Top\]](#)

*Export Diversification Efforts

This page will be out soon!!!!!!

[[Go To Top](#)]

*Non-traditional Exports by value

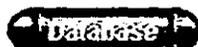
This page will be out soon!!!!!!

[[Go To Top](#)]

* Direction of Uganda's Exports

This page will be out soon!!!!!!

[[Go To Top](#)]



This Web Site was been re-mastered by
Raymond Byarugaba and Arthur Muqisha
Webmasters
Uganda OnLine
Copyright 1998

About UEPB

UEPB was established by the Uganda Export Promotion Board Statute 1996, which repealed the Uganda Export Promotion Council Act of 1983. The Board is a parastatal under the Ministry of Trade and Industry and it is the Force Behind The Export Drive In Uganda.

The objectives of the Board are mainly to facilitate the development, promotion and coordination of all export related activities that lead to export growth on sustainable basis.

[\[Back To UEPB Main Page\]](#)



This Web Site was been re-mastered by
Ravmond Bvarugaba and Arthur Mugisha
Webmasters
Uganda OnLine
Copyright 1998

The Role of UEPB

1. To provide trade and market services including:

- details of tariffs for all markets by product category
- general market entry information
- lists of importers by country and product category
- price data from major determining centers
- analysis of market trends for products exported by Uganda
- information on import and export procedures and documentation requirements by Uganda's trading partners
- dissemination of market information

2. To promote the development of export, including:

- provision of hands-on technical advice in production, post-harvest handling of exports.
- test-marking new export commodities and products.

3. To provide trade promotion services including:

- organising participation in relevant regional and international trade fairs for both public and private sector participants.
- maintaining up to date information on all trade fairs of interest to Uganda
- organising trade missions to target countries, and
- organising inward buyer missions to link up with Ugandan supplies.

4. To provide customized advisory services in various areas including:

- basic business skills
- export distribution channels
- basic elements of foreign trade practices
- briefing on target markets by product with detailed documentation regarding standards and quality requirements, pricing spreads, and margins and tariff classification
- details of preferences given to Uganda products by country
- technical evaluation of a company's readiness to export
- technical advice on export agreements, and
- advice on how to secure pre-shipment credit and other short term medium export credits.

5. To formulate and recommend to the Government export plans, policies and strategies designed to provide efficient, adequate and coordinated measures for promotion of Uganda's exports.

[[UEPB Home](#)]



This Web Site was been re-mastered by
Raymond Bvarugaba and Arthur Mucisha
Webmasters
Uganda OnLine
Copyright: 1998

[free email](#) | [news](#) | [chat](#) | [search](#) | [directory](#) | [sports](#) | [swahili](#) | [noticeboard](#) | [guestbook](#) | [about us](#) | [comments](#)



Select and go

▶ [Agriculture](#)
▶ [Business](#)
▶ [Economy](#)
▶ [Education](#)

▶ [Environment](#)
▶ [Gateways](#)
▶ [Gender Issues](#)
▶ [Hotels](#)

▶ [Investment](#)
▶ [Maps](#)
▶ [Mining](#)
▶ [National Parks](#)

▶ [News](#)
▶ [Profiles](#)
▶ [Travel](#)
▶ [Travel Guides](#)



[Investment](#) | [newsletter](#) | [investment acts](#) | [privatisation](#) | [stock exchanges](#) | [investment funds](#) | [taxes](#) | [news](#)

Uganda Business Information

June 1999

Provided by [newafrica.com](#) - The Leading Information Source for Africa © GGL. 1999

The information including import and export, licence required, public sector requirements, investment and business opportunities available in Uganda.

IV. Directory of services

Quick index

If you need?	Go here
Microfinance	European Development Bank Project The Co-operative Bank Centenary Rural Development Bank Finca Pride <i>Consult Directory of MFIs (PRESTO) for further information</i>
Short-term and Long-term Loans	Development Finance Company of Uganda (DFCU) East African Development Bank (EADB) Uganda Development Bank (UDB) Preferential Trade Area Bank Commercial Banks
Leasing Facility	Uganda Leasing company East African Development Bank (EADB)
Joint Venture Partners	Uganda Investment Authority (UIA) Danida Private Sector development Programme Uganda Manufacturers Association (UMA)
Technical Assistance	Business Uganda Development Scheme (BUDS)
Association Affiliation	Uganda Manufacturers Association (UMA) Uganda Small Scale Industries Association (USSIA) Uganda Women Entrepreneurs Association (UWEAL) Uganda National Farmers Association (UNFA) Private sector foundation (PSF) Northern Uganda Manufacturers Association (NUMA) Uganda National chamber of Commerce and Industry (UNCC)
Export Information	Export Promotion Board Uganda Manufacturers Association (UMA) Ministry of tourism, Trade and Industry
Trading Licence	Kampala City Council (KCC)
Company Registration	Ministry of justice, Registrar General
Technology	Uganda investment Authority (UIA) Uganda Manufacturers Association (UMA) National Council for Science and Technology
VAT Registration	Uganda Revenue Authority (URA)
Tax Identification Number	Uganda Revenue Authority (URA)
Pension Plans	National Social Security Fund (NSSF)

	Panworld Insurance Company
Insurance Services	National Insurance Corporation (NIC) Uganda American Insurance Company Pan World Insurance Company United Assurance Company

Public authorities

Capital Market Authority (CMA) and Uganda Security Exchange (USE)

East African Development Bank Building
P.O box 24565
Kampala
Tel: 342788
Fax: 342803

The Capital Markets Authority (CMA) was established in 1996 to regulate and develop the securities industry in Uganda. The CMA issues rules and regulations for the securities industry. Its main activities in this area are to license market professionals and monitor their operations so as to protect the interests of investors. The CMA is also charged with developing the markets. To this end the CMA conducts mass education programs aimed at promoting the demand, supply and financial intermediation of securities. The CMA is also involved in facilitating the introduction of new legislation and other regulatory tools that will enable new financial institutions and securities to become a part of the industry.

The Uganda Securities Exchange (USE) is a corporate body licensed by the Capital Markets Authority to conduct the business of a stock exchange. The principal activities of the USE are to obtain listing of shares from business community and to provide a venue for trading shares. It is housed with the CMA.

National Agricultural Research Organization (NARO)

P.O Box 295
Entebbe
Tel: 42-20324/9
E-mail: Narohg@mukla.gn.apc.org

The National Agricultural Research Organization represents the public sector agricultural system in Uganda. NARO is composed of a Board, a Secretariat and eight institutes with various research mandates. The business community is free to contact the various institutes for research findings and can also request specialized research tailored to their needs.

National Environment Management Authority (NEMA)

4 Nile Avenue, Floor 5
East African Development Bank Building
P.O. Box 22255
Kampala
Tel: 236817
Fax: 257521

NEMA is the principal agency in Uganda for the management, coordination, monitoring and supervision of all environmental activities. A project developer must submit a project brief to the relevant lead agency, and an environmental impact assessment shall be undertaken by the developer if the lead agency, in consultation with NEMA, is of the view that the project may have an impact on the environment.

Uganda Export Promotion Board (UEPB)

Plot 17/19 Jinja Road
P.O.Box 5045
Kampala
Tel: 259779, 230233
Fax: 259779
Telex: 61391 UEPC
E-mail: UEPC@Starcom.co.ug

The objective of the board is to facilitate the development, promotion and coordination of all export related activities that lead to sustainable export growth. Services provided are: details of tariffs for all markets by product category; general market entry information; lists of importers by country and product category; price data from major price determining centres; analysis of market trends for products exported by Uganda; information on import and export procedures and documentation requirements by Uganda's trading partners; dissemination of market information; and technical advice.

Purpose

- To provide a basis of comparison of the ACC (Agricultural Commodity Council) with other organization and entities existing elsewhere in the world.
- To challenge you to enter into additional dialogue regarding the future activities and structure of the ACC itself.

Advocacy/Partnership With Government

- A unified (and thereby improved) voice for Egyptian industry and an improved understanding by government of industry's concerns.

Regulation/Export Promotion

- A new program for regulating (either through private means or with support of the government) conditions affecting trade and promoting exports.

Private Participation

- The establishment of a system outside of government which serves the private sector primarily and in consideration of which power rests totally or substantially in the hands of private interests.

Binding (with various degrees of direct government support)

- Export Commissions
- Publicly funded export marketing boards

Non-Binding (with various degrees of indirect government support)

- Private trade associations
- Government-assisted producer or exporter promotion councils

- *People's Republic of China*
- *Former Soviet Union*
- *Argentina*
- *Australia*
- *Brazil*
- *Canada*
- *India*
- *Israel*
- *New Zealand*
- *Pakistan*
- *South Africa*

Meeting Schedule

Consultant: Steve McCoy

Report Date: 11/24/1999

Meetings Schedule for Mr. Steve McCoy (First Week)

Saturday(11/20)

9:30 am RDI driver picks you up to go to the Project office.
10:00- 12:00am Meeting with Fatma Khattab at RDI.
1:00- 3:00 pm Meeting with the ACC Executive Committee
and Sherif El Maghrabi at RDI.
Rest of the afternoon Review reading materials prepared by Fatma Khattab.

Sunday(11/21)

8:30- 12:30pm Meeting with RDI staff at APRP.
1:00- 2:00pm Meeting with Dr. Hamdi Salem, head of the Egyptian
Export Promotion Center, at EEPC.

Monday(11/22)

10:00- 11:00am Meeting with Hassan Diab Ghanem,
head of the grain chamber, at RDI.
11:00-1:00pm Meeting with Antoin Shaer, member
of the ACC, at RDI.
3:30- 5:00pm Meeting with Ali Eissa, member of the ACC,
at his office (70 Gameat El-Dewal El-Arabia
Mohandesseen).

Tuesday(11/23)

8:00-11:30am Meeting reports.
11:30- 1:00pm Meeting with Mr. Steven Lee, from PSDP
at RDI.
3:30- 4:30pm Meeting with El-Sayed Abu El-Komsan,
at Ministry of Economy and Foreign Trade (Shobra).

Wednesday(11/24)

8:30- 3:00pm Report writing.
3:30- 5:00pm Meeting with Nagui El-Fayoumi, at EEA.

Thursday(11/25)

10:00-11:00am Meeting with Ahmed El-Araby
11:00-12:30pm Meeting with Alaa Diab, at RDI.
1:00- 2:00pm Meeting with Dr.Sayed Abd El-Hafez
at RDI.
3:00-4:00pm Meeting with Hesham Abd El-Rahman, &
Dr. Ashraf El-Shazly at RDI.

Saturday(11/27)

12:00- 2:00 pm Meeting with Samir El-Naggar, at his office Daltex Co.
located in Mohandesseen.

Sunday(11/28)

10:00- 11:30pm Attending PMU meeting at RDI conference room.
1:00-2:30 pm Meeting with Hussein El-Ageizy, at his office
located in (21 Guiza st. Nile Tower building,
9th floor).
2:30-pm Attend meeting At U.S AID.
Note: Meeting with Amr El-Tonsy from HEIA not before 2nd of December.

Meeting Schedule

Consultant: Steve McCoy

Report Date: 12/1/1999

Meeting schedule for Mr. Steve McCoy (Second Week)

Monday(11/29):

11:00- 12:00pm

Meeting with the French Commercial Attaché.

2:00 – 4:30pm

Report preparation.

Tuesday(11/30):

9:00- 2:00pm

Report writing.

2:00- 4:00pm

Meeting with Fatma and Max.

Wednesday(12/1st):

9:00-4:00pm

Report Revision..

5:00- 6:00pm

Meeting with Sherif El-Maghrabi, at RDI.

6:00- 9:00pm

Presentation by Mr. McCoy, at RDI conference room.

Thursday(12/2nd):

8:30- 9:30am

Meeting with Dr. Adel El-Ghandour, at RDI.

Sunday(12/5):

1:00- 2:30pm

Meeting with Amr El-Tonsy, at HEIA.